Products Plus

THE DOUGLAS STEWART COMPANY | WINTER 2013

CLOSING THE GAP

with Assistive Technology

Adobe® K-12 Enterprise Agreement

Promote equity, efficiency and student success district wide with the new Adobe K-12 enterprise purchasing program

Designed to help primary and secondary school districts standardize on Adobe® Acrobat® and Adobe Creative Suite® software, the K–12 Enterprise Agreement delivers significant savings and simplified software management over a three-year term.

Benefits for Districts

- **Universal access and equity**—Provides universal and equitable access to Adobe software for administrators, teachers, staff, and students throughout the district on institutionally owned computers
- **Home-use rights (fee-based)**—Provides home-use rights to administrators, teachers, and staff
- **Streamlined purchasing and order management**—Consolidates deployment under an annual purchase order
- **Improved budget planning**—Simplifies budget planning with a predictable annual licensing cost
- **Simplified compliance and version control**—Provides district-wide access to the latest Adobe software
- **Flexible deployment**—Supports multiple distribution options

Why Migrate to K-12 EA?

- **Slash software costs.** Get the deepest discounts available on Adobe software licenses based on your initial volume purchase.
- **Simplify license management and compliance.** Easily track and manage software licenses through Adobe's password-protected Licensing Website (LWS).
- **Enjoy the same discounts over three years.** Purchase additional licenses as you need them from the same discount tier as your initial order.

For more information about the K-12 EA program, please contact our Licensing team at adobelicensing@dstewart.com or contact your Account Manager.

CLOSING THE GAP

Assistive Technology Solutions from The Douglas Stewart Company

As technology becomes more and more central to the contemporary education experience, students with disabilities are being enabled to learn and participate like never before. Resellers can take advantage of this trend by connecting customers with key Assistive Technology solutions from The Douglas Stewart Company that meet a variety of needs.

Access

Products in our Access category include input devices, headphones, and software solutions that provide equivalent access for students with disabilities, so they can engage with instruction at the same level and pace as their classmates.

NUANCE
AVID Education
Parallels
infogrip

Communication

Communication products make it easier for students with communication disabilities to express their thoughts and intentions to their classmates and instructors. These products facilitate easy interaction, as well as provide alternative communication systems like symbol alphabets.

Widgit
NUANCE
Qwizdom Accelerate & Improve Learning

Learning Solutions

Learning Solutions include instructive software, teacher resources, and educational toys that add an element of entertainment and fun to the learning process, which helps to engage students with attention-related disabilities.

LeapFrog School
Knowledge Adventure
Inspiration Software, Inc
livescribe

Mobile Solutions

Technology solutions such as smartphones and tablets are integral to Assistive Technology programs, as their flexibility provides a great variety of functions only available previously through an equivalent number of devices. Support the consolidation of resources in Assistive Tech programs by offering our protective cases and mobile device management solutions.

lock 'n' charge technologies
Big Grips
GRIPCASE
TRIDENT

LEARN MORE!

The Assistive Technology Industry Association produces a FREE annual journal called Assistive Technology Outcomes and Benefits, with content related to the benefits of AT programs. Scan here to check out the latest issue!

GETTING STARTED

Assistive technology solutions today are available for a wide variety of needs, so you'll want to talk to your customers about the goals of their unique programs. Start the conversation with these key assistive technology and special education solutions from The Douglas Stewart Company.

		Special Needs Addressed By This Product
ablenet	AbleNet is a leading assistive technology vendor, with a comprehensive line of alternative access, communication, learning and mobility solutions.	» Anxiety » ADD/ADHD » Asperger Syndrome (AS) » Autism » Cerebral Palsy (CP) » Hearing Impairments » Learning Disability » Limited Limb Mobility » Muscular Dystrophy (MD) » Multiple Sclerosis (MS) » Speech Impairments » Visual Impairments
AVID Education	AVID Education offers a broad range of high quality, classroom-ready headphones that help students, especially those with special needs, improve focus and time-on-task.	» Anxiety » Autism » Hearing Impairments » Learning Disability » Visual Impairments
Big Grips	Big Grips's line of highly durable iPad cases are a popular choice for tablet users with special needs.	» Supports the use of mobile devices as assistive technology
beamz	The Beamz interactive music system is widely embraced by special needs educators and therapists to make music making accessible to students of all abilities.	» ADD/ADHD » Asperger Syndrome (AS) » Autism » Cerebral Palsy (CP) » Learning Disability » Limited Limb Mobility » Muscular Dystrophy (MD) » Multiple Sclerosis (MS) » Speech Impairments » Visual Impairments
GRIPCASE	Gripcase designs iPad cases to maximize portability, handling and protection, helping to make mobile devices more accessible to special needs users.	» Any need met by mobile devices as assistive technology
HOUGHTON MIFFLIN HARCOURT	HMH Earobics is a multisensory reading intervention solution designed to support at-risk readers and foster a safe and achievement-oriented learning environment.	» Learning Disability

DID YOU KNOW?

Special education programs are federally funded by the Individuals with Disabilities Education Act (IDEA). In 2013, total IDEA funding will be approximately $11 billion. Schools are required to purchase appropriate assistive technology for special needs students, so talk to your customers about assistive technology solutions from The Douglas Stewart Company today!

Source:www.ideamoneywatch.com

		Special Needs Addressed By This Product		
infogrip	Infogrip provides assistive technology solutions, including the largest trackball available for those with difficulties with fine motor skills.	» Cerebral Palsy (CP) » Limited Limb Mobility	» Muscular Dystrophy (MD) » Multiple Sclerosis (MS)	
Inspiration Software, Inc	Inspiration® Software's award winning visual learning software is recommended for students with ADHD, autism, dyslexia, aphasia, and visual or auditory processing disorders.	» ADD/ADHD » Autism	» Asperger Syndrome (AS) » Learning Disability	
Knowledge Adventure	Knowledge Adventure's interactive educational games provide an engaging learning environment that helps capture the attention of students of all abilities.	» ADD/ADHD » Autism	» Asperger Syndrome (AS) » Learning Disability	
LeapFrog School	LeapFrog helps every child achieve his or her potential by delivering best-in-class curriculum through engaging content and age-appropriate, multisensory technology platforms.	» ADD/ADHD » Autism	» Asperger Syndrome (AS) » Learning Disability	
livescribe	Livescribe's innovative Smartpen note-taking technology has been recognized as a transformative addition to assistive technology programs everywhere.	» ADD/ADHD » Autism Spectrum	» Hearing Imparments » Learning Disability	» Visual Impairments
lock 'n' charge technologies	Lock 'n' Charge Technologies offers high-quality charging and storage solutions for tablets and other mobile devices popular in today's special education programs.	» Any need met by mobile devices as assistive technology		
NUANCE	As a leading provider of voice and language solutions, Nuance is committed to helping everyone gain barrier-free access to widely used information and communication technologies.	» Dyslexia » Hearing Impairments	» Speech Impairments » Visual Impairments	
Otter	OtterBox is a leading protective solutions vendor for handheld devices, helping to make mobile devices more accessible to special needs users.	» Any need met by mobile devices as assistive technology		
Parallels	Parallels Desktop software helps accommodate Mac-users' interface familiarities and preferences, while supporting those who require Windows programs to address special needs.	» Supports assistive technology needs of Mac users		
REALLUSION®	Reallusion's intuitive design software encourages and empowers students of all age groups, and abilities to bring their ideas to life with high-quality animations.	» ADD/ADHD » Autism	» Asperger Syndrome (AS) » Learning Disability	
TRIDENT	Trident offers a line of robust, innovative iPad cases that help make mobile devices more accessible to users of all dexterity levels.	» Any need met by mobile devices as assistive technology		
Widgit	Widgit's symbol products aid understanding and communication for people who find reading text difficult.	» Dyslexia » Hearing Impairments	» Speech Impairments » Visual Impairments	

Widgit

Symbols for Inclusion and Accessibility

Widgit has pioneered the use of symbols in learning and communication for over 30 years—their software is used around the world to create symbol-supported materials in print, onscreen, and online. Symbol-supported communication is a huge asset to assistive technology programs and users with communications-related developmental disabilities.

Communicate: In Print 2

Symbol-supported desktop publishing. Make visual timetables, flashcards and worksheets quickly and easily.

DSC# 23438 | SRP $149.00
Cost $103.80

Communicate: SymWriter

Word processing with symbols—the perfect tool for struggling and emerging writers.

DSC# 23437 | SRP $199.00
Cost $137.97

First Keys 3

Teaches keyboard awareness through literacy activities. Now support activity words with Widgit Symbols.

DSC# 23441 | SRP $99.00
Cost $68.35

Communicate: By Choice

Interactive on-screen activities to encourage students to learn by choosing.

DSC# 23440 | SRP $99.00
Cost $68.35

Communicate: Ideas

Organize information and brainstorm ideas with Ideas, the mind mapping tool with symbols.

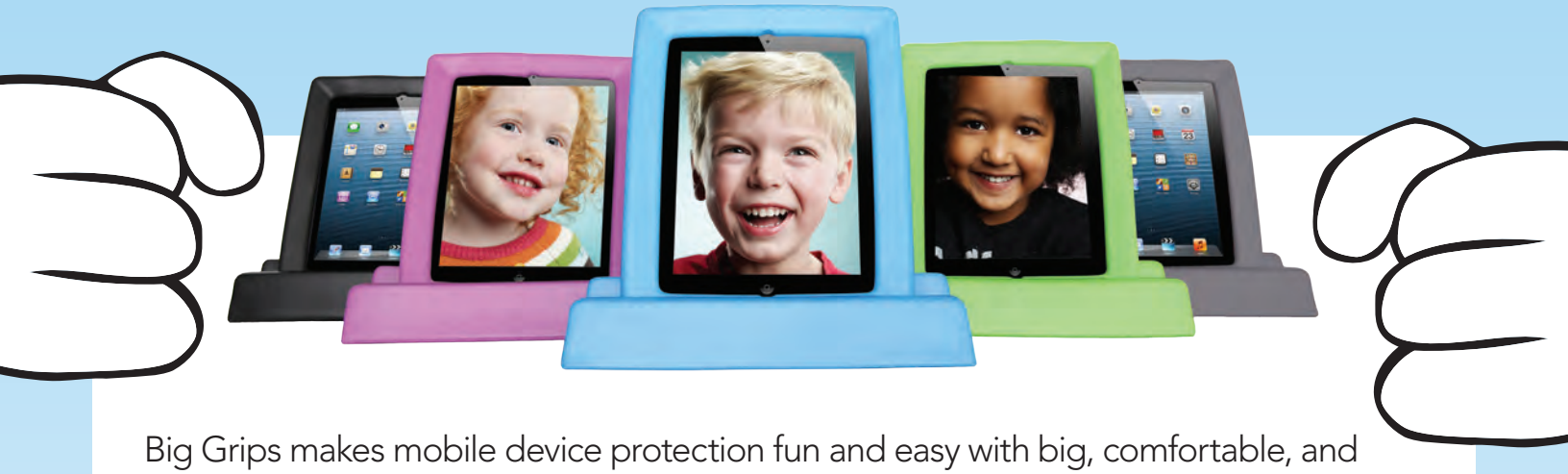
DSC# 23439 | SRP $55.00
Cost $37.97

My First Mouse

My 1st Mouse gives a fun way to help young children from around 2 years old and upward to learn to use a mouse.

DSC# 23442 | SRP $19.00
Cost $ 12.66

Big. Squishy. Safe.

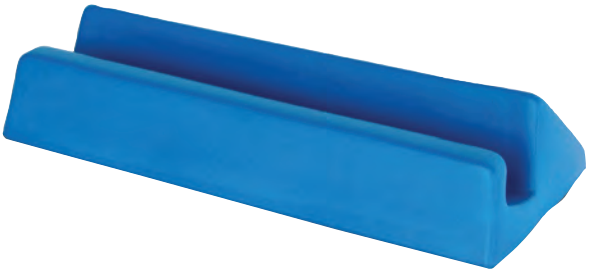


Big Grips makes mobile device protection fun and easy with big, comfortable, and very grip-able cases. Each Big Grips case is made of soft, squishy, easy-to-grab foam. Available in blue, green, gray, black, or purple, Big Grips cases are perfect for K-12 classrooms and Assistive Technology programs that use iPad® devices!

Big Grips Frame for iPad
iPad 2/iPad 3/iPad 4

DSC# 23471 • Vendor# 1009-BLU-F2
SRP $34.95 • Cost $24.34

Also available! The Big Grips Stand™ is a matching stand for hands-free use of the student's mobile device. The stand also facilitates easy instruction in a classroom setting.



Big Grips Stand for iPad

DSC# 23479 • Vendor# 1002-BLU-S
SRP $24.95 • Cost $17.51

Big Grips™

The Douglas Stewart Co.
2402 Advance Road
Madison, WI 53718

WINTER 2013
Products Plus

PRESORTED
FIRST CLASS
U.S. POSTAGE
PAID
MADISON, WI
PERMIT NO. 1042

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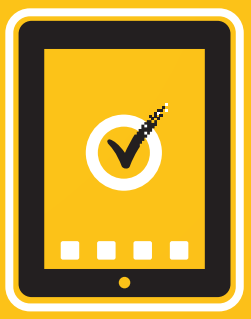
How to Sell SymEd Bundles

iPHONE® PROTECTED

ANDROID™ PROTECTED



TABLET PROTECTED

Symantec's SymEd Bundles are a popular solution that allows schools to maintain a secure mobile device environment while offering the services that every school needs. Resellers looking to delight their customers with SymEd solutions should keep the following eligibility requirements in mind:

- Endpoint Management Specialists are eligible to resell all 4 SymEd bundles.
- SMB Security Specialists are eligible to resell the SymEd Secure and SymEd Secure Plus bundles only.
- Enterprise Security Specialists are eligible to resell the SymEd Secure bundle and SymEd Secure Plus bundles only.
- SMB Security Specialists and Enterprise Security Specialists may only transact the products within SymEd Secure/Secure Plus when transacted using a Deal ID, as part of the bundle promotion.
- ALL Deal IDs must be obtained from the Symantec Account Manager.
- Specialized Partners may leverage Symantec's Opportunity Registration program for an additional 8% front-end discount and potential back-end rebates. Standard Opp Reg process/approvals will apply.

Contact our Licensing Team at Symantec@dstewart.com or call your Account Manager at 800-279-2795 to find out how you can become eligible to sell SymEd bundles!

Symantec™